

DOXENSE announces an exclusive alliance agreement with SAGES Informatique, publisher of Zeendoc ©

Doxense, publisher of Watchdoc © and Focalist ©, a specialised solutions provider in Print Management, and SAGES Informatique, publisher of Zeendoc ©, a document management solution, announce an exclusive negotiation process with the aim to achieve an upcoming capital alliance of the two companies.

Doxense is based in Wasquehal Lille, north of France, and SAGES Informatique is based in Ajaccio, south Corsica.

This project is core to the development of both companies, in product positioning in the software industry and complementary in their solutions Watchdoc © and Zeendoc ©.

The strategic success factors are the market coverage and the convergence of the R&D.

Broader market coverage

This alliance will allow both companies, to enhance market share in France and to accelerate the development of our business internationally, first in Europe, and then in the USA and in China where commercial agreements have already been established.

The Zeendoc © solution is historically tailored and sold to small businesses and local authorities, whereas the Watchdoc © and Focalist © solutions target large and medium sized private companies and the entire spectrum of public sector

Extended R & D activity

This alliance will allow the sharing of both expertise which will benefit all customers.

The plethoric growth of digital data will require a gradual shift from the Managed Print Services **(MPS)** model to the Managed Print and Document Services **(MPDS)** model.

The components "Print - Scan - Retrieve - Manage - Store" are the norm to achieve continuous productivity in data management whilst improving data security.

This project was born within this new context as companies must adapt their processes by integrating new technologies such as artificial intelligence, machine learning, blockchain,

The strengths of combined R & D are a critical component which will help, all size companies, in private and public sector, to adapt to these technology and digital changes.

Reference the strategic alliance Vincent LEMAIRE, Managing Director of Doxense declared :

"The technologies developed by SAGES are well recognised in France and are essential for Doxense. Instead of developing our own solution, we preferred to collaborate with a great team having already proven its efficiency. And he added : " The respective core competencies are such that our customers will adopt this new value proposition".

Charly DELSOL, President of SAGES Informatique said : " We found in Doxense, the business partner we needed to accelerate the development of our international business. "And to conclude" : as usual it is also a matter of compatible personalities, and we all look forward to achieving a great success with Vincent's teams. "

This alliance is very promising, much more than what is generally expected.

About SAGES Informatique

Based in Ajaccio, SAGES Informatique has more than 15 years' experience and know-how helping their customers in the digital transformation. SAGES helps companies to manage better their documents and make the most of the information they contain.

Its range of services, from data backup to electronic document management and scanning, enables it to offer a complete range of services to companies in order to meet their archiving, information retrieval and document management optimisation needs within their documentary processes.

Listening to our customers and offering a tool adapted to their needs is the main driving force of SAGES Informatique.

SAGES Informatique is the publisher of the SaaS solution for small and medium-sized businesses and small and medium-sized businesses for Zeendoc ©, sold throughout the French market and in several countries within Europe.

About DOXENSE

Present in Europe, USA, China, Middle East and Africa, Doxense is a publisher of dedicated printing solutions. This company, created in 2005, markets a software suite dedicated to document and print management.

Doxense's mission is to help its customers achieve their productivity and profitability goals by making the most of all printing, copying and scanning resources.

Its solutions are independent of the manufacturer's equipment and can generate substantial savings, both in the private and public sector. They make the user aware of the cost and environmental impacts of their printouts. They also allow their customers and their partners to manage both the copiers and printers of their customers and thus be able to remotely manage their contracts, fleet of installed devices, consumable levels, counters, alerts or the utilisation rate of each device.

The major technological agreements signed with most manufacturers reinforce the reputation of Doxense, whose ease of installation and the ergonomics of the solutions are the corner stone of their success.

To know more :

www.doxense.com

Alicia GASSAMA

marketing@doxense.com

Tél: (+33) 3 62 21 14 07